?ds

Set   . Items   Description
S1   224734   (INCENTIVE? OR LOYALTY OR REWARD? ? OR AWARD? ? OR E()CENT-
            IVE? OR MOTIVAT? OR PROMOTION? ? OR BONUS OR BONUSES)(3N)(PRO-
            GRAM? ? OR SYSTEM? ? OR CAMPAIGN? ?)
S2   18082   S1(5N)(ELECTRONIC? OR COMPUTERI? OR DIGIT? OR DIGITAL? OR -
            ONLINE OR ON()LINE OR WEBSITE? OR WEBPAGE? OR WEB()PAGE? OR -
            SITE?) OR INTERNET OR AUTOMATE? OR NETWORK? OR SERVER? OR WWW
            OR WORLD()WIDE()WEB OR WORLDWIDEWEB)
S3   209211   (GOAL? ? OR GOAL()(SETTING? OR PLANNING?) OR PERFORMANCE? -
            OR ACHIEVEMENT? OR ACCOMPLISH? OR SUCCESS? OR QUOTA OR QUOTAS
            OR PRODUCTIVITY OR COST()SAVING?)(5N)(REPORT? ? OR MODIF? OR -
            STORING OR STORE? ? OR STORAGE? OR HEURIST?)
S4   421793   (GOAL? ? OR GOAL()(SETTING? OR PLANNING?) OR PERFORMANCE? -
            OR ACHIEVEMENT? OR ACCOMPLISH? OR SUCCESS? OR QUOTA? ? OR PRO-
            DUCTIVITY OR COST()SAVING?)(5N)(TRACK? OR MONITOR? OR FEEDBAC-
            K? OR EVALUAT? OR COMPARE? OR COMPARIS? OR MEASUR?)
S5   19   S2(S)S3
S6   11   RD (unique items)
S7   37   S2(5N)S4
S8   36   S7 NOT S6
S9   28   S8 NOT PY>2000
S10   28   S9 NOT PD=19990818:19991231
S11   12   RD (unique items)
S12   1008   S1(3N)(S3 OR S4)
S13   999   S12 NOT (S6 OR S11)
S14   800   S13 NOT PY>2000
S15   764   S14 NOT PD=19990818:19991231
S16   103   S15(5N)(HUMAN? ? OR PARTICIPANT? OR EMPLOYEE? OR CONTRACTO-
            R? ? OR ORGANIZATION? ? OR ORGANISATION? OR SALES()FORCE? -
            OR EDUCATION?)
S17   82   RD (unique items)
S18   58   S17 NOT INSURANCE?

Search performed by Sylvia Keys : December 30, 2002

6/3,K/1   (Item 1 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
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07470370   Supplier Number: 62789060   (USE FORMAT 7 FOR FULLTEXT)
FEATURE/Sweepsclub.com Launches Into Higher Orbit; Innovative Webmarketer's
   "Launch2Space" Contest Propels Winner into Space.
Business Wire, p2095
June 19, 2000
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 503

...   opt-in" e-mails, newsletters and other web-based direct marketing
vehicles with a proprietary **rewards** program.
     According to **reports** from leading **Internet** **performance** analysis
and measurement company Media Metrix, Sweepsclub.com significantly
outperforms well-entrenched competitors in key **performance** categories.
     In its latest **reports** for the month of April, Media Metrix data
revealed that Sweepsclub.com experienced an average...

6/3,K/2   (Item 2 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

06980448   Supplier Number: 59082511   (USE FORMAT 7 FOR FULLTEXT)
Incentive Systems Goes to the Extreme; Extreme Networks Chooses Incentive's
   Software to Help It Manage Incentive Compensation for Its Rapidly Growing
   Sales Force.
Business Wire, p1220
Jan 31, 2000
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 707

     BURLINGTON, Mass.--(BUSINESS WIRE)--Jan. 31, 2000
     Incentive   Systems announced today that **award** -winning switch
provider Extreme **Networks** will use its incentive compensation solution to
manage compensation for its sales force. The system...   \

...and international sales reps receive accurate and timely commission
payments and have Web access to **performance** **reports** , which will
ultimately motivate them to achieve corporate goals.
     Extreme anticipated its rapid growth in...

6/3,K/3   (Item 3 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

06208518   Supplier Number: 54166341   (USE FORMAT 7 FOR FULLTEXT)
Why Dole Is Dropping Movie Tie-ins In Favor Of A Long-Term TV Alliance.
Entertainment Marketing Letter, v12, n3, pNA
March, 1999
Language: English   Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 757

   (USE FORMAT 7 FOR FULLTEXT)
TEXT:
...dud, Dole's promotional layer, including offer of a self-liquidating
plush pig, was very **successful** , he **reports** .) A year-long tie-in with
Discovery not only covers Dole's prime promotion periods...

Search performed by Sylvia Keys   December 30, 2002

..·!for a changing array of products. The continuity of the partnership prompts a multi-tiered **campaign** that includes a **loyalty program** , as well as **online** , on-air and localized efforts. The Website of each company links to the partner's...

6/3,K/4 **(Item 4 from file: 16)**
DIALOG(R)File   16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

06038238   Supplier Number: 53500155   (USE FORMAT 7 FOR FULLTEXT)
NEWSMAKERS 1998: The Year in Review.
Crecca, Donna Hood
Convenience Store News, v34, n15, p19(1)
Dec 14, 1998
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 3758

...   Internet, however, is proving an easier task. Its capabilities as a marketing tool were tested **successfully** by chains such as The **Store** 24 Inc. of Waltham, Mass., which launched a successful **loyalty program** on its **web site** . Numerous operators utilized their web sites to communicate with customers about their stores, locations, promotions...

6/3,K/5 **(Item 5 from file: 16)**
DIALOG(R)File   16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

05803851   Supplier Number: 50296417   (USE FORMAT 7 FOR FULLTEXT)
ADIC to Repurchase Shares; Company to Repurchase Up to $5 Million in Common Stock.
Business Wire, p09090319
Sept 9, 1998
Language: English   Record Type: Fulltext
Article Type: Article
Document Type: Newswire; Trade
Word Count: 504

...   for the Company and its shareholders and will help offset potentially dilutive effects of existing **incentive programs** .
    Headquartered in Redmond, Washington, Advanced **Digital** Information Corporation has been providing data storage solutions since its founding in 1983. With an...

...Company's own storage management software is an integrated family of software products including Hierarchical **Storage** Management (HSM) and high **performance** direct access archive software, as well as volume management control software for libraries. During 1997...

6/3,K/6 **(Item 1 from file: 148)**
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

14715944   SUPPLIER NUMBER: 87770290   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Network Appliance Wins 2002 Network Storage Conference Award.
Business Wire, 0053
June 26, 2002
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 522   LINE COUNT: 00049

...   Peripheral Concepts teamed with Computer Technology Review and InfoStor Magazine to officially launch the first **Network** Storage **Awards**

program . Together they designed the awards program to recognize
outstanding **achievement** in **storage** networking.
        "The **storage** networking industry is evolving so quickly that
technological innovations are continually being made," commented Farid
Neema, president of Peripheral Concepts. "The **Network** Storage **Award
Program** was created to recognize the achievements made by companies who
are leading the way within...

6/3,K/7   **(Item 2 from file: 148)**
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08922072   SUPPLIER NUMBER: 18637564
**Stores bring 'sense of passion' to vital housekeeping needs. (issue of
  outside maintenance firms and in-house cleaning staff)**
Reda, Susan
Stores, v78, n8, p79(2)
August, 1996
ISSN: 0039-1867   LANGUAGE: English   RECORD TYPE: Abstract

...ABSTRACT: house cleaning staff or turning to outside maintenance firms.
The Ultimate Services Inc. (USI) uses **computerized** work loading,
progressive **incentive** **programs** and state-of-the-art technology as it
enables Macy's Herald Square to reduce payroll costs in operations by 25%
and raise staff **productivity** and **store** cleanliness. On the other hand,
Bloomingdale's, Neiman Marcus and Nordstrom remain committed to handling...

6/3,K/8   **(Item 3 from file: 148)**
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

07552004   SUPPLIER NUMBER: 16340422   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Ready for your report card? (product ratings and other grading guides for
  pharmacies' quality of care and cost-effectiveness)**
Harris, Norma
American Druggist, v210, n6, p27(4)
Oct, 1994
ISSN: 0190-5279   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 2912   LINE COUNT: 00233

...   Health Systems Inc. are developing a report card initiative for the
30,000 or so **network** pharmacies in PCS's Generic **Incentive** **Program** .
If a pilot run is **successful** , PCS hopes to begin publishing **report**
cards for distribution to its network pharmacies on other sectors of its
pharmaceutical benefits management...

6/3,K/9   **(Item 4 from file: 148)**
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

06367392   SUPPLIER NUMBER: 13103159   (USE FORMAT 7 OR 9 FOR FULL TEXT)
NEW STUDY LISTS LATEST WAYS FOR SUPERMARKETS TO CUT DISTRIBUTION COSTS
PR Newswire, 0119AT012
Jan 19, 1993
LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 583   LINE COUNT: 00049

...   overall distribution management.
        -- Pipeline Performance Measures -- Management control tools and
procedures for assessing total pipeline **performance** .
        In addition, the **report** lists 19 specific **cost - saving** programs
within these four broad areas, ranging from **electronic** data interchange

to new **incentive** **systems** for logistics personnel.
      "Inventory management is a key weapon in the battle to reduce costs
...

   6/3,K/10   (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

03900038   SUPPLIER NUMBER: 06967948   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Second Annual Directory of Human Resources Services, Products and
   Suppliers, January 1989. (directory)
Personnel, v66, n1, pD1(167)
Jan, 1989
DOCUMENT TYPE: directory   ISSN: 0031-5702   LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 155534   LINE COUNT: 14711

...   1987 South, Salt Lake
       City, UT 84104; 801-973-2916
       Wisconsin
       Milwaukee Erffmeyer & Son Company, **Awards** , 5300 W. Clinton Ave.,
       Milwaukee, WI 53223; 414-354-7800
       Contact: Ms. Wendy Braatz, Vice...2 million+
       No. of Employees: 17
       Corporate sponsored outplacement firm,
       specializing in executive and group
        programs customized for individual clients.
       Major clients include American Express.
       Greyhound Corporation, Procter & Gamble,
       Motorola.
       Ingrid...No. of Employees: 16
       HISTORIAN: Manages long-term storage
       of employee training and development
       history. **Stores** information about internal
       training programs, external seminars, job
       assignments, performance appraisal
       information, and other T...

   6/3,K/11   (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

03825756 .   Supplier Number: 48305460 (USE FORMAT 7 FOR FULLTEXT)
3COM: 3Com to demonstrate next-generation networked solutions at
   Marketechnics '98
M2 Presswire, pN/A
Feb 20, 1998
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1161

   (USE FORMAT 7 FOR FULLTEXT)
TEXT:
...deployed a 3Com ATM solution in their enterprise, either at the
corporate office or in- **store** to dramatically boost networked application
performance . Symbol Technologies to Deliver Next-Generation Wireless
Solution Based on Market-Leading Palm Computing Platform...stores,
distribution centers, and regional and corporate offices. 3Com is a founder
of the Retail **Network** Innovation **Awards** ; a **program** designed to
recognize retailer innovation in the use of networked applications.
Additional information on 3Com...

11/3,K/1   (Item 1 from file: 16)

07834419   Supplier Number: 65456789 (USE FORMAT 7 FOR FULLTEXT)
**Spirent Communications TeraMetrics and NetIQ's Chariot Work Together to
  Create First Complete Network Performance Analysis Solution.**
Business Wire, p0171
Sept 25, 2000
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 703

     NetWorld Interop Atlanta 2000
        Booth No. 7337
        Enterprise **Network** Performance Analysis **System** "ENPAS" combines
two **award** -winning products to **measure** **performance** from data link
layer to
        application layer in a single solution
        ATLANTA--(BUSINESS WIRE)--Sept...

 11/3,K/2   (Item 2 from file: 16)

07834412   Supplier Number: 65456781 (USE FORMAT 7 FOR FULLTEXT)
**Spirent Communications Adtech AX/4000 OC-192c Layer 1-7 Testing Selected as
  NetWorld+Interop 2000 Atlanta Best Of Show Finalist.**
Business Wire, p0162
Sept 25, 2000
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 827

...   1 optical network testing capability for the Adtech AX/4000 was
named a finalist in **Performance** Test & **Measurement** . The Best of Show
Awards **program** is designed to help **network** managers evaluate the new
product offerings debuted at NetWorld+Interop and assist in their quest...

 11/3,K/3   (Item 3 from file: 16)

07508228   Supplier Number: 63019202 (USE FORMAT 7 FOR FULLTEXT)
**Maritz Inc., Industry Leader in People-Based Business Solutions, Launches
  eMaritz... A New Internet Venture to Take its 70 Years of Experience in
  Improving Employee and Channel Performance to New Markets.**
PR Newswire, pNA
June 28, 2000
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 827

...   program operation, the site will communicate regularly with the
program manager and program participants, help **track** **performance** and
recognition earned and allow **program** participants to select **awards** from
Maritz's proven, **online** and offline mix of thousands of merchandise and
travel options.
        "Through extensive primary and secondary...

 11/3,K/4   (Item 4 from file: 16)

07429701   Supplier Number: 62487526 (USE FORMAT 7 FOR FULLTEXT)
AOL's Digital Marketing Services Adds New Partners, Expands Relationships
  With Industry Leaders to Offer Online Custom Market Research.
PR Newswire, pNA
June 5, 2000
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 434

...   We provide the widest sample reach through all of AOL's brands,
superior technology for **online** research and a consumer **incentive**
system that is unparalleled. We **measure** our **success** not only by
expanding our partnerships, but also on our ability to cultivate and keep
...

 11/3,K/5   (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

07281131   Supplier Number: 61798459 (USE FORMAT 7 FOR FULLTEXT)
Motivation Online Pioneers ERM (TM) -- Employee Relationship Management.
PR Newswire, pNA
April 6, 2000
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 826

...   productivity program through a simple graphical interface.
Employees are automatically awarded points for performance-based
achievements . **Motivation   Online** 's **program** keeps **track** of the
points and notifies employees of the point awards and the behaviors that
earned...

 11/3,K/6   (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

07190293   Supplier Number: 61396325 (USE FORMAT 7 FOR FULLTEXT)
JDA Advertising Earns Industry Accolades with Creative Campaign for Newest
  Internet Client HotDispatch.
Business Wire, p1152
April 10, 2000
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 632

       REDWOOD CITY, Calif.--(BUSINESS WIRE)--April 10, 2000
         Premier Tech Agency Launches Account with **Award** -winning **Campaign** ,
         Agency Building Strong **Internet** Portfolio with **Track** Record of
Success
         and Ability to Deliver Results at Cyber Speed
         JDA Advertising, one of the fastest growing...

 11/3,K/7   (Item 7 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

05769592   Supplier Number: 50257328 (USE FORMAT 7 FOR FULLTEXT)
ICOMS Announces Internet's Most Robust Digital Coupon System.
Business Wire, p08201256

August 20, 1998
Language: English   Record Type: Fulltext
Article Type: Article
Document Type: Newswire; Trade
Word Count: 592

   ...   discount. Digital Coupon attributes are logged along with the
purchase transaction so merchants can easily **track** the **performance** of
different offers and **incentive   programs** .
     ICOMS' **Digital** Coupons offer a full range of functionality and
flexibility, including dollars off, percentage off, and...

 11/3,K/8   (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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12373584   SUPPLIER NUMBER: 63132484   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Education And Incentives From Motivation Online.
Call Center Solutions, 18, 12, 119
June, 2000
ISSN: 1521-0774   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 315   LINE COUNT: 00028

   ...   a program administrator designs a productivity program, employees
are automatically awarded points for performance-based **achievements** .
Motivation   Online 's **program** keeps **track** of the points and notifies
employees of the point awards and the behaviors that earned...

 11/3,K/9   (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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12235695   SUPPLIER NUMBER: 62789060   (USE FORMAT 7 OR 9 FOR FULL TEXT)
FEATURE/Sweepsclub.com Launches Into Higher Orbit; Innovative Webmarketer's
   "Launch2Space" Contest Propels Winner into Space.
Business Wire, 2095
June 19, 2000
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 535   LINE COUNT: 00049

   ...   opt-in" e-mails, newsletters and other web-based direct marketing
vehicles with a proprietary **rewards   program** .
     According to reports from leading **Internet   performance** analysis
and **measurement** company Media Metrix, Sweepsclub.com significantly
outperforms well-entrenched competitors in key performance categories.
     In...

 11/3,K/10   (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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12098481   SUPPLIER NUMBER: 62101366   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Motivation Online: Improvement And Incentive System.(Brief Article)(Product
   Announcement)
Call Center Solutions, 18, 10, 26
April, 2000
DOCUMENT TYPE: Brief Article Product Announcement   ISSN: 1521-0774
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 133   LINE COUNT: 00015

TEXT:
     Motivation Online recently launched an **online** employee performance

improvement and sales **incentive** **system** ; Web-based applications designed
to **track** and recognize **performance** . After a company creates its
productivity **program** on the **system** , **Motivation** **Online** 's **program**
monitors **performance** and notifies employees of the point awards and the
behaviors that earned them. Through direct...

 11/3,K/11   **(Item 4 from file: 148)**
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

02443892   SUPPLIER NUMBER: 03882227
Sales incentive programs that work. (banks and banking)
Wood, Gary A.
Bank Marketing, v17, n8, p24(3)
Aug, 1985
ISSN: 0888-3149   LANGUAGE: ENGLISH   RECORD TYPE: ABSTRACT

...ABSTRACT: and monitoring and revising program procedures. Discussed in
detail are the four prerequisites of effective **incentive** **programs** ;
these are **program** definition, employee **motivation** , sales orientation,
and **automated** **performance** **tracking** .

 11/3,K/12   **(Item 5 from file: 148)**
DIALOG(R)File 148:Gale Group Trade & Industry DB
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02018283   SUPPLIER NUMBER: 03139624
Fillips for the Future.
Tisdall, P.
Marketing, v16, p42-45.
Feb. 16, 1984
ISSN: 0025-3650   LANGUAGE: ENGLISH   RECORD TYPE: ABSTRACT

ABSTRACT: Sales promotion will continue to grow in the next decade.
Retailers will employ **electronic** facilities to launch promotions. Sales
promotion complements media **campaigns** . Retailers can **track** the
performance of their products using the electronic means available.
Promotions will move toward more creative directions...

18/3,K/1   **(Item 1 from file: 16)**

09188236   Supplier Number: 61635624   (USE FORMAT 7 FOR FULLTEXT)
Nice N Easy Takes The Pledge.(Brief Article)
FRANCELLA, BARBARA GRONDIN
Convenience Store News, v36, n4, p22
March 27, 2000
Language: English   Record Type: Fulltext
Article Type: Brief Article
Document Type: Magazine/Journal; Trade
Word Count: 3494

...   provide customers with clean, safe stores and terrific service, the
chain has put together an **incentive   program** to **reward** good
performance and keep **store   employees** happy.
        Each month, every store is mystery shopped. Among the points
evaluated on a scale...

18/3,K/2   **(Item 2 from file: 16)**

08214903   Supplier Number: 69070418   (USE FORMAT 7 FOR FULLTEXT)
**EPA NAMES FACILITIES ELIGIBLE FOR REGULATORY RELIEF.(Minnesota Mining and
  Manufacturing Co.; Kerr-McGee Chemical Corp.)(Brief Article)**
FRANZ, NEIL
Chemical Week, v162, n47, p9
Dec, 2000
Language: English   Record Type: Fulltext
Article Type: Brief Article
Document Type: Magazine/Journal; Trade
Word Count: 110

    (USE FORMAT 7 FOR FULLTEXT)
TEXT:
EPA has announced the first **participants** of its National Environmental
Performance   Track   program , which **rewards** facilities that exceed
federal environmental standards with incentives such as fewer inspections
or record keeping...

18/3,K/3   **(Item 3 from file: 16)**

07772961   Supplier Number: 64997875   (USE FORMAT 7 FOR FULLTEXT)
**Tricon Appoints Lewis Chief Operating Officer; 23-Year Restaurant Veteran
  Charged With Driving Restaurant Excellence.**
Business Wire, p2631
August 29, 2000
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 489

...   and service. Central to these operational improvements is
"C.H.A.M.P.S.," a **program** that trains and **rewards   employee**
performance against the most important **measures** of running a great
restaurant (Cleanliness, Hospitality, Accuracy, Maintenance, Product
Quality and Speed).
        "Tricon's...

18/3,K/4   (Item 4 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
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07526076   Supplier Number: 63022095 (USE FORMAT 7 FOR FULLTEXT)
COLLECTIONS EFFICACY AFFECTED BY STAFFING, HOURS, AND MORE.(Brief Article)
Credit Risk Management Report, v10, n12, pNA
June 26, 2000
Language: English   Record Type: Fulltext
Article Type: Brief Article
Document Type: Newsletter; Trade
Word Count: 1020

...   effectiveness and help them to run a cutting-edge collections shop
include:
     * Hiring part-time **employees** ;
     * **Evaluating   performance** of **employees** ;
     * Offering **incentive   programs** ;
     * Streamlining **systems** ;
     * Evaluating use of technology.
     Part Time Employees and Evaluation a Valuable Combination
     During the CBA...

 18/3,K/5   (Item 5 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
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07168516   Supplier Number: 61203351 (USE FORMAT 7 FOR FULLTEXT)
Save Your Money.
Direct, v12, n4, p47
March 15, 2000
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1177

...   the thundering herd. Best customers must be recognized at every
touch point where they and **employees** interact. To **accomplish** that,
explode the information **stored** in **loyalty   programs** out into the hands
of line employees. For CRM to work, employees need three things...

 18/3,K/6   (Item 6 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
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06500775   Supplier Number: 55209984 (USE FORMAT 7 FOR FULLTEXT)
Case Study: Change Management Corporate Culture Education Caps M&A History
  at Covance Corp.
PR News, v55, n28, pNA
July 19, 1999
Language: English   Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 848

...   to drive desired behaviors into practice. Key was the inclusion of
"Covance Way" values into **employee   performance   measurement** ,
incentive pay and recognition **programs** . The company's longstanding
"President's Circle" program was renamed "The Covance Way" to recognize...

 18/3,K/7   (Item 7 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
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Search performed by Sylvia Keys   December 30, 2002

06408614   Supplier Number: 54868317   (USE FORMAT 7 FOR FULLTEXT)
What Makes An Acquisition Successful.
La Valla, Joe
Printing News, v142, n22, p14
May 31, 1999
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 978

...   in the confidentiality of the group, I learn from fellow CEOs.
Topics include implementing an **employee bonus program** or **evaluating
performance** . Without the benefit of this group, I would waste valuable
time and energy instituting things...

 18/3,K/8   (Item 8 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06294404   Supplier Number: 54473497   (USE FORMAT 7 FOR FULLTEXT)
California Governor's Quality Awards.
PR Newswire, p3326
April 26, 1999
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 537

...   California Trade and Commerce Agency, the Department of Consumer
Affairs and the private sector, the **awards program evaluates
organizations** against a series of **performance** standards that are now
recognized as the measurement for excellence throughout the United States.
Open...

 18/3,K/9   (Item 9 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05917793   Supplier Number: 53149070   (USE FORMAT 7 FOR FULLTEXT)
**Cosmetic Center Announces Third Quarter Results; Strategic Initiatives in
   Process.**
PR Newswire, p2731
Oct 29, 1998
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1677

...   expected to be substantially completed in the first half of 1999.
The Company implemented certain **employee incentive programs** to
reward performance based on defined sales **goals** as well as other
performance measures ," said Burton.
     The Cosmetic Center also announced that it has received a letter from
the...

 18/3,K/10   (Item 10 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05873155   Supplier Number: 53047193   (USE FORMAT 7 FOR FULLTEXT)
BI Performance Services Achieves Baldrige Site Visit.
PR Newswire, p0995
Sept 30, 1998
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade

Search performed by Sylvia Keys   December 30, 2002

Word Count: 477

...   business results.
     BI Performance Services is a full-service marketing company that
combines communications, training, **measurement** and **rewards** into
performance improvement **programs** for client, **employee** , distribution
channels and consumer markets. The company has more than 1,400 associates
providing quality...

 18/3,K/11   (Item 11 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
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05783002   Supplier Number: 50272258   (USE FORMAT 7 FOR FULLTEXT)
Delivering the brand promise helps achieve profitable growth: Shaun Smith
  looks at how companies should be connecting people, processes and
  customers to drive the brand.
Brand Strategy, pN/A
August 21, 1998
Language: English   Record Type: Fulltext
Article Type: Article
Document Type: Newsletter; Trade
Word Count: 1678

...   sub-suppliers and not least, customers themselves. It also entails
a carefully orchestrated integration of **education** and training, effective
teamwork, appropriate **reward** and recognition **systems** , clear
communications, effective **performance** **measures** , quality control,
continuous improvement, and many other systems and processes.
     The broader definition of brand...

 18/3,K/12   (Item 12 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
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05317010   Supplier Number: 48092451   (USE FORMAT 7 FOR FULLTEXT)
XENOMETRIX REPORTS NET LOSS
Biotech Financial Reports, v4, n11, pN/A
Nov 1, 1997
Language: English   Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 954

...   our products to non-health care sectors such as chemicals. Finally,
the Company implemented a **performance** **evaluation** and **incentive**
program that gives each **employee** a larger stake in the success of the
Company. The incentive plan is subject to...

 18/3,K/13   (Item 13 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
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05131940   Supplier Number: 47834072   (USE FORMAT 7 FOR FULLTEXT)
CULTIVATE WORKERS TO REAP SERVICE: CONSULTANT
GATTUSO, GREG
Supermarket News, p13
July 14, 1997
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 556

...   all terminations and you'll become a better leader."

                    Search performed by Sylvia Keys   December 30, 2002

Several supermarkets have implemented a recognition **program** that **rewards employees** for **achievements** in the **store** or in their personal lives, Lloyd said.
Under such programs, a letter or call complimenting...

 18/3,K/14   (Item 14 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03701796   Supplier Number: 45240787
Incentives: There's More to Measure
Incentive Managing & Marketing Through Motivation, p11
Jan 2, 1995
Language: English   Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:
...for the design of motivational campaigns is not appreciated. Job satisfaction, which is linked to **employee performance** , is not **tracked** . **Incentive programs** were used by companies to measure sales, profits, quality and customer service.
...

 18/3,K/15   (Item 15 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03082688   Supplier Number: 44198108   (USE FORMAT 7 FOR FULLTEXT)
Xerox Gets Big Splash from Travel: The Company Finds Its Sales Reps Are Energized by Unusual Trips
Business Marketing, v0, n0, p50
Nov, 1993
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 719

...   invited winning employees to such destinations as Portugal, Scotland and the Caribbean.
One way to **measure** the **success** of a travel **incentive program** is through **employee** satisfaction, says Mr. Haltigin, noting employee satisfaction levels rose 5% last year over 1991. 'Have...

 18/3,K/16   (Item 16 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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01526941   Supplier Number: 41860562   (USE FORMAT 7 FOR FULLTEXT)
Kroger Moves Back in the Black
Supermarket News, p1
Feb 11, 1991
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 868

...   quickly."
Chuck Cerankosky, an analyst with Prescott Ball & Turben, Cleveland, agreed that the company's **incentive program** is improving **store** -level **performance** . The **incentive system** "makes **employees** more sensitive to customer needs, inventory levels and product mix. And when it all works...

 18/3,K/17   (Item 17 from file: 16)

01473228   Supplier Number: 41781705   (USE FORMAT 7 FOR FULLTEXT)
Olympics Yield Best 'Check-Out' Team
Discount Store News, v0, n0, p4
Jan 7, 1991
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 94

   (USE FORMAT 7 FOR FULLTEXT)
TEXT:
...and culminated in a final held at BJ's. The contest was designed as an
employee incentive program after attendance and **productivity
tracking** systems were put in place. Linked to the store cash register, the
program identifies cashiers...

 18/3,K/18   (Item 18 from file: 16)

01342151   Supplier Number: 41585967
**Resource One, Incorporated announces major new software developments to
   meet the critical management needs of financial institutions.**
News Release, p1
Oct 1, 1990
Language: English   Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:
...has now addressed the broader opportunity for effective performance
measurement and compensation throughout the banking **organization** . The new
 Motivator Performance Management **System** enables **organizations** to
measure performance accurately in a variety of areas: Commercial Lending
Business Development Trust Management Brokerage Mortgage Operations...

 18/3,K/19   (Item 1 from file: 148)

13399895   SUPPLIER NUMBER: 71838720   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Increasing the Effectiveness of Hotels' Investments: How to Avoid Throwing
   Good Money After Bad.(Statistical Data Included)**
Chow, Chee W.; Wright, Penny L.; Haddad, Kamal H.
Cornell Hotel & Restaurant Administration Quarterly, 41, 6, 49
Dec, 2000
DOCUMENT TYPE: Statistical Data Included   ISSN: 0010-8804
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 3645   LINE COUNT: 00404

...   control escalation. Managers generally have some discretion to
mediate such factors as the hotel's **performance - evaluation** and **reward
system** , its control **system** , and the **organization** culture. It may be
more difficult, however, for managers, owners, and executives to influence
individual...

 18/3,K/20   (Item 2 from file: 148)

13024081   SUPPLIER NUMBER: 66357306   (USE FORMAT 7 OR 9 FOR FULL TEXT)

Employee Profit Sharing: Consequences and Moderators.(researches examine the effects of employee profit sharing on overall company performance)
LONG, RICHARD J.
Industrial Relations (Canadian), 55, 3, 477
Summer, 2000
ISSN: 0034-379X   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 9743   LINE COUNT: 00813

...   Performance." Journal of Economic Issues, Vol. 26, No. 2, 583-592.
      COOKE, William N. 1994. " **Employee** Participation **Programs** ,
Group-Based **Incentives** , and Company **Performance** : A Union-Nonunion
Comparison ." Industrial and Labor Relations Review, Vol. 47, No. 3,
594-609.
      COOPER, Christine, Bruno DYCK...

 18/3,K/21   (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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12365046   SUPPLIER NUMBER: 62801275   (USE FORMAT 7 OR 9 FOR FULL TEXT)
REFLECTIONS ON THE "HIGH PERFORMANCE" PARADIGM'S IMPLICATIONS FOR INDUSTRIAL RELATIONS AS A FIELD.
GODARD, JOHN; DELANEY, JOHN T.
Industrial and Labor Relations Review, 53, 3, 482
April, 2000
ISSN: 0019-7939   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 14319   LINE COUNT: 01201

...   Plant." Relations Industrielles, Vol. 52, No. 4 (Fall), pp. 839-65.
      Cooke, William N. 1994. " **Employee** Participation **Programs** ,
Group-Based **Incentives** , and Company **Performance** : A Union-Nonunion
Comparison ." Industrial and Labor Relations Review, Vol. 47, No. 4 (July),
pp. 594-609.
      Cotton, John...

 18/3,K/22   (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

12055536   SUPPLIER NUMBER: 61649761   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Wanted: Leader-Builders.
Yearout, Steve; Miles, Gerry; Koonce, Richard
Training & Development, 54, 3, 34
March, 2000
ISSN: 1055-9760   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 5113   LINE COUNT: 00431

...   for training, leadership development, and coaching and mentoring?
      * Are core leadership attributes the basis for **performance**
appraisal, **feedback** , **reward** , and recognition` **systems** ?
      * How committed is the **organization** to the continuous
identification and development of new core competencies necessary to
support changing mission...

 18/3,K/23   (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

12038790   SUPPLIER NUMBER: 61798459   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Motivation Online Pioneers ERM (TM) -- Employee Relationship Management.
PR Newswire, NA
April 6, 2000

...   productivity program through a simple graphical interface.
Employees are automatically awarded points for performance-based
achievements . **Motivation** Online's **program** keeps **track** of the points
and notifies **employees** of the point awards and the behaviors that earned
them. For the first time, managers...

18/3,K/24   (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

11279683   SUPPLIER NUMBER: 55471358   (USE FORMAT 7 OR 9 FOR FULL TEXT)
The impact of employee involvement on small firms' financial performance.
Bryson, Alex
National Institute Economic Review, 169, 78(1)
July, 1999
ISSN: 0027-9501   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 10170   LINE COUNT: 01014

...   Small Firms: A Review of the Literature, London: Policy Studies
Institute.
        Cooke, W. N. (1994), ' **Employee** participation **programs** ,
group-based **incentives** and company **performance** : a union-nonunion
comparison ', Industrial and Labor Relations Review, 47, 4, pp. 594-609.
        Curran, J., Kitching, J. Abbott...

18/3,K/25   (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

10166903   SUPPLIER NUMBER: 20224314   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**A vital link: the supervisor's role in managing diversity. (includes
  related article on politics)**
Dobbs, Matti; Brown, Oliver
Public Manager: The New Bureaucrat, v26, n2, p53(4)
Summer, 1997
ISSN: 1061-7639   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2875   LINE COUNT: 00259

...   can result in misunderstandings, hence effective communications
should be essential components of supervisory and management **education**
programs .
        Performance   **Evaluations**   and   **Rewards**
     Two levels of **performance**   **evaluations** are critical in diversity
management: appraising employee performance and supervisory accountability
for diversity results. In...

18/3,K/26   (Item 8 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

09757576   SUPPLIER NUMBER: 19801231   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Xenometrix Reports Fiscal 1997 Results: New Business Strategy, Key Alliance
  Highlighted.**
Business Wire, p9301453
Sep 30, 1997
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 1196   LINE COUNT: 00121

...   our products to non-health care sectors such as chemicals. Finally,

Search performed by Sylvia Keys   December 30, 2002

the Company implemented a **performance   evaluation** and **incentive program** that gives each **employee** a larger stake in the success of the Company. The incentive plan is subject to...

18/3,K/27   (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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09167480   SUPPLIER NUMBER: 18961023   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Understanding and evaluating cross-functional sourcing team leadership.
Trent, Robert J.
International Journal of Purchasing and Materials Management, v32, n4, p29(8)
Fall, 1996
ISSN: 1055-6001   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5014   LINE COUNT: 00425

...   process may also promote individual involvement. Finally, a skilled leader knows how to use an **organization** 's **performance   evaluation** and **reward   system** to **motivate** members. A team of competent individuals will not achieve anything if its members fail to...

18/3,K/28   (Item 10 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

09094878   SUPPLIER NUMBER: 18816467   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Total quality management: empirical, conceptual, and practical issues.
Hackman, J. Richard; Wageman, Ruth
Administrative Science Quarterly, v40, n2, p309(34)
June, 1995
ISSN: 0001-8392   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 17548   LINE COUNT: 01449

...   TQM, leaving only the rhetoric of "management by fact" (Zbaracki, 1994).
    A large majority of **organizations** using TQM **modify** their **performance   measurement** and **reward   systems** so that **achievement** of specific quality goals can be assessed and rewarded, even though Deming (1993) explicitly argues...

18/3,K/29   (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08911000   SUPPLIER NUMBER: 18514935
Benchmarking knowledge management. (includes related article)
Hiebeler, Robert J.
Strategy & Leadership, v24, n2, p22(7)
March-April, 1996
ISSN: 0094-064X   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 3226   LINE COUNT: 00277

...   knowledge:
    * Organizations don't make sharing knowledge a basis for advancement and effectiveness in the **organization** , e.g., **performance** reviews don't include **evaluation** and **reward   systems** based on **success** in sharing knowledge.
    * There is a perceived lack of commitment of top leadership to sharing
...

Search performed by Sylvia Keys   December 30, 2002

18/3,K/30   (Item 12 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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08718952   SUPPLIER NUMBER: 18327984   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bolen's thrives Texas style. (Bolen's of Fort Worth)(Company Profile)
Salas, Teresa D.
Gifts & Decorative Accessories, v97, n5, p218(3)
May, 1996
DOCUMENT TYPE: Company Profile   ISSN: 0016-9889   LANGUAGE: English
RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1239   LINE COUNT: 00096

TEXT:
    ...s retailing world is not unlike the world of a corporate executive.
Acquisitions and divestitures, **employee** training and **incentive**
programs , baseline reporting and **performance**   **evaluations** all are part
of his vocabulary.

18/3,K/31   (Item 13 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08632775   SUPPLIER NUMBER: 18204437   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Nielsen 'census' filled with data. (census initiative for manufacturers and
    retailers from A.C. Nielsen)(Brief Article)
HFN The Weekly Newspaper for the Home Furnishing Network, v70, n16, p25(1)
April 15, 1996
DOCUMENT TYPE: Brief Article   LANGUAGE: English.   RECORD TYPE:
    Fulltext
WORD COUNT: 240   LINE COUNT: 00024

...   the tactical tools for the identification and measurement of
industry best practices, including pay-for- **performance**   **promotions** ,
sales   **force** compensation **programs** ,   **store** -level space management and
inventory monitoring.
    "The census service enables clients to enjoy the full...

18/3,K/32   (Item 14 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08608560   SUPPLIER NUMBER: 18212350   (USE FORMAT 7 OR 9 FOR FULL TEXT)
The view of quality: middle managers' perspectives.
Madu, Christian N.; Kuei, Chu-hua
Industrial Management, v37, n5, p20(3)
Sep-Oct, 1995
ISSN: 0019-8471   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1638   LINE COUNT: 00161

...   customer satisfaction
    Employee Satisfaction (ES)   politics
                                     absenteeism
                                     leadership
                                     financial rewards
                                     turnover rate
                                     non-financial rewards
                                      performance   **evaluation**
                                     training and **educational**   **programs**
                                      promotion
                                     job enrichment opportunities
                                     overall **employee**   satisfaction
    Employee Service Quality (ESQ)   availability

```
                           responsiveness
                           timeliness
                           completeness
                           pleasantness
        Component items for organizational performance...


  18/3,K/33      (Item 15 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08375247      SUPPLIER NUMBER: 17004337      (USE FORMAT 7 OR 9 FOR FULL TEXT)
Teaching the teachers TQM. (total quality management)
Chen, Al Y.S.; Rodgers, Jacci L.
Management Accounting (USA), v76, n11, p42(5)
May, 1995
ISSN: 0025-1690     LANGUAGE: English     RECORD TYPE: Fulltext; Abstract
WORD COUNT:   3180    LINE COUNT:  00274


  ...      increasingly competitive world economy.
     Milliken & Company stresses four key areas in which TQM is vital:
education , teamwork, performance   measurement , and rewards .
Educational   programs  at Milliken go far beyond the basic training
required for the assigned job. As an...


  18/3,K/34      (Item 16 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

07584208      SUPPLIER NUMBER: 16454044      (USE FORMAT 7 OR 9 FOR FULL TEXT)
Effective cross-functional sourcing teams: critical success factors.
Trent, Robert J.; Monczka, Robert M.
International Journal of Purchasing and Materials Management, v30, n4,
p3(9)
Fall, 1994
ISSN: 1055-6001     LANGUAGE: ENGLISH     RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT:   5506    LINE COUNT:  00561


  ...      indicate that an employee's formal job evaluation should include a
component for team participation. Organizations  can use a performance
evaluation  and reward   system  to motivate  individual team member
contribution and collective performance. Put simply, team members will
exert effort if...


  18/3,K/35      (Item 17 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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07539605      SUPPLIER NUMBER: 16062775      (USE FORMAT 7 OR 9 FOR FULL TEXT)
Using process reengineering to revamp the finance function of a
  multinational pharmaceutical firm.
Recardo, Ronald J.
National Productivity Review, v13, n4, p551(6)
Autumn, 1994
ISSN: 0277-8556     LANGUAGE: ENGLISH     RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT:   1896    LINE COUNT:  00175


  ...      to provide greater opportunities for close ongoing interactions
with customers.
     Business Systems
      * Initiatives underway to modify  the performance  management,
reward , and recognition systems  to drive desired employee  behaviors.
      * Teams in place to study possible changes to the career development
```

'and training and...

18/3,K/36   (Item 18 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

07533276   SUPPLIER NUMBER: 15859242   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Gagging on chaos. (innovation in large corporations)
Bart, Christopher K.
Business Horizons, v37, n5, p26(11)
Sept-Oct, 1994
ISSN: 0007-6813   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 7203   LINE COUNT: 00584

...   products through to launch;
     * detailed, specific performance objectives;
     * detailed and specific strategic plans;
     * rigorous training **programs** ;
     * tight **reward   systems** that link **performance** objectives to
employee   evaluations ;
     * detailed and specific terms of reference, authority, and
responsibility for new product teams and their...

18/3,K/37   (Item 19 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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07512556   SUPPLIER NUMBER: 15728529   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Tying the carrots to merger pay-offs. (Chairman's Letter)
Rock, Robert H.
Mergers & Acquisitions, 29, n1, 5(1)
July-August, 1994
ISSN: 0026-0010   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 617   LINE COUNT: 00051

...   is done relatively easily by tying rewards to the company's stock
price. However, a **system** that **measures** and **rewards   performances** at
multiple levels in the **organization** has proven difficult to develop and
implement.
     Recently, compensation specialists have devised pay plans that...

18/3,K/38   (Item 20 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

07283689   SUPPLIER NUMBER: 16043934   (USE FORMAT 7 OR 9 FOR FULL TEXT)
CEO attitudes as determinants of organization design: an integrated model.
Lewin, Arie Y.; Stephens, Carroll U.
Organization Studies, v15, n2, p183(30)
Spring, 1994
ISSN: 0170-8406   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 11002   LINE COUNT: 00943

...   as if other people's motivational structures are similar to their
own; therefore, CEOs provide **employees** with **performance   evaluation**
and **reward   systems** that they feel would spur themselves to good
performance. CEOs who are achievement oriented should...

18/3,K/39   (Item 21 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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Search performed by Sylvia Keys   December 30, 2002

06803003   SUPPLIER NUMBER: 15144020   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**What do Russian managers really do? An observational study with comparisons
   to U.S. managers.**
Luthans, Fred; Welsh, Dianne H.B.; Rosenkrantz, Stuart A.
Journal of International Business Studies, v24, n4, p741(21)
Winter, 1993
ISSN: 0047-2506   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 8597   LINE COUNT: 00711

...   and Randolph 1991
     . Internal environment similarities included: entrepreneurship
climate, decentralization, managers expected to plan, surplus **employees**
dismissed, **performance** -based **reward** **systems** , efficiency **measured**
and rewarded, individual responsibility and accountability stressed, and
uncertainty regarding roles and responsibilities. THE COMPARISON...

  18/3,K/40   **(Item 22 from file: 148)**
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06470844   SUPPLIER NUMBER: 13904564   (USE FORMAT 7 OR 9 FOR FULL TEXT)
3M labs build on safety incentives success.
Key, Matthew J.
Occupational Hazards, v55, n3, p43(4)
March, 1993
ISSN: 0029-7909   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1533   LINE COUNT: 00133

...   programs during 1993.
     Getting Started
     Achieving awareness though an awards program requires a joint
management/ **employee** effort that sets clear **goals** and solicits **employee**
   feedback . Setting **goals** provides **incentives** **programs** with
benchmarks to **measure** **success** and reward **employees** for **achievements**
. Typical goals range from setting an objective of zero work hours lost due
to accidents...

  18/3,K/41   **(Item 23 from file: 148)**
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06223714   SUPPLIER NUMBER: 14534935   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Paying for Productivity: A Look at the Evidence. (book reviews)
Bellman, Lawrence M.
American Economist, v36, n2, p98(2)
Fall, 1992
DOCUMENT TYPE: review   ISSN: 0569-4345   LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 853   LINE COUNT: 00072

...   period saw the decline in the use of incentive wages with the rise
of the **human** resources/personnel function, and their **evaluators** ' own
preference for **performance** appraisal and merit **systems** rather than
incentive plans. Profit sharing competed with pensions, with the latter
enjoying preferred tax treatment, and the...

  18/3,K/42   **(Item 24 from file: 148)**
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06213218   SUPPLIER NUMBER: 13800301   (USE FORMAT 7 OR 9 FOR FULL TEXT)

Marketing mutual funds: a strategy for the '90s. (includes related article) (Cover Story)
Deutsch, Barry I.
Bank Marketing, v24, n10, p10(6)
Oct, 1992
DOCUMENT TYPE: Cover Story   ISSN: 0888-3149   LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 2882   LINE COUNT: 00227

...   that his bank is one of the most productive in the nation on a per-
employee basis. White credits his **success** , in large **measure** , to an
aggressive **incentive** compensation **program** that **rewards** branch
employees for their referrals. "It's become a part of our culture," White
says. "Everyone here...

   18/3,K/43   (Item 25 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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06164807   SUPPLIER NUMBER: 12946237   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Atlanta 100: the recession busters. (profitable businesses in Atlanta,
   Georgia)**
Schonbak, Judith
Business Atlanta, v21, n10, p31(3)
Oct, 1992
ISSN: 0192-0855   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 1305   LINE COUNT: 00124

...   work at R&D, and consume half the payroll, Kannan notes. Shankar
also institutes an **employee – bonus   program** based on **performance** and
evaluation . **Employees** also are inspired, Kannan notes, by Shankar's own
involvement in the firm, high ambition...

   18/3,K/44   (Item 26 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05892085   SUPPLIER NUMBER: 12254849   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Building morale at Disney resort. (Grosvenor Resort at Walt Disney World)
Lodging Hospitality, v48, n3, p26(1)
March, 1992
ISSN: 0148-0766   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 334   LINE COUNT: 00027

...   control system involving preshift room inspections by teams of
managers and a method to better **evaluate   employees** ' overall
performance . A new **reward   program** recognize **employees** for
outstanding achievements.
      Finally, Campbell added some fun to the department. She challenged
her employees...

   18/3,K/45   (Item 27 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05433708   SUPPLIER NUMBER: 11187756   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Annual survey: incentive plans on the rise in hospitals. (for officials and
   employees) (Cover Story)**
Williams, James B.
Hospitals, v65, n17, p24(6)
Sept 5, 1991
DOCUMENT TYPE: Cover Story   ISSN: 0018-5973   LANGUAGE: ENGLISH

...   incentives on the rise. Another significant trend is the increasing
use of group and other **employee incentive programs** . Hospitals **report**
ongoing interest in-and **successful** implementation of-plans such as
gainsharing (12 percent), group incentives (27 percent), discretionary
bonuses (29...

  18/3,K/46   (Item 28 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05213212   SUPPLIER NUMBER: 10911657   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Use of employee incentives can enhance your profits. (Carlson Companies
   Inc.'s Carlson Marketing Group Inc. says employee incentive program
   benefits both employer and employee; Video Circus has own program)**
Zall, Milton
Video Business, v11, n21, p46(1)
June 7, 1991
ISSN: 0279-571X   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 848   LINE COUNT: 00065

...   been developed to reward safety, reduce absenteeism, reduce
expenses, etc. One advantage is that their **success** can be **measured** .
     Employee   incentive   programs have a **goal** for each **participant**
. When you add the aims for all involved, you come up with your overall
company...

  18/3,K/47   (Item 29 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05118130   SUPPLIER NUMBER: 10452000   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Real benefits, real-time systems. (computer printing management system)
Harding, David
Graphic Arts Monthly, v63, n2, p45(4)
Feb, 1991
ISSN: 1047-9325   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 1665   LINE COUNT: 00128

...   activities completed that day. These reports allow employees to
make corrections, but also give immediate **feedback** on efficiency and
productivity .
     Our **employee   bonus   program** is based on efficiency,
productivity, tardiness, sick days, and overtime. Employees receive a bonus
every...

  18/3,K/48   (Item 30 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05110007   SUPPLIER NUMBER: 10384790   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Kroger moves back in the black.
Zwiebach, Elliot
Supermarket News, v41, n6, p1(2)
Feb 11, 1991
ISSN: 0039-5803   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 914   LINE COUNT: 00073

...   quickly."
     Chuck Cerankosky, an analyst with Prescott Ball & Turben, Cleveland,

'agreed that the company's **incentive program** is improving **store** -level
performance . The **incentive system** "makes **employees** more sensitive to
customer needs, inventory levels and product mix. And when it all works...

18/3,K/49   (Item 31 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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04152186   SUPPLIER NUMBER: 07975800   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Focus on LEC diversification. (local exchange carriers)
Wenner, David L.
Telephony, v217, n25, p37(6)
Dec 11, 1989
ISSN: 0040-2656   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 3019   LINE COUNT: 00249

...   well-informed and to take hands-on action in key situations. And
they must design **performance evaluation systems** that **reward**
successful risk-taking.
      These **organizations** also have to develop a cultural bias toward
change. In the telephone business, the successful...

18/3,K/50   (Item 32 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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01997462   SUPPLIER NUMBER: 03208947
Eleven Simple Rules for Non-Cash Incentives.
Obermayer, J.
Business Marketing, v69, p44
April, 1984
LANGUAGE: ENGLISH   RECORD TYPE: ABSTRACT

...ABSTRACT: poor. In order for the program to reward anyone, a company
must be able to **measure** the **participants performance** . A **motivation**
incentive program unlike a sales contest, is designed so a large number
of participants can earn some...

18/3,K/51   (Item 1 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

02326605
WTD Industries - Production Information
Annual Report   1989   p. 0

      ...continued to see steady improvements in productivity, reflecting the
ongoing success of our company-wide **incentive programs** . **Measured** in
board feet per **employee** , **productivity** in April 1989 was 7 percent
higher than during the same period last year.
      Despite...

18/3,K/52   (Item 2 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

02194023
Strategy worth pursuing
Canadian Packaging   April, 1989   p. 45
ISSN: 0008-4654

Search performed by Sylvia Keys   December 30, 2002

... quality product and service is likely to be a long-term relationship. A formula for **success** includes **system** , **measurment** , **reward** , **education** and passionate determination to succeed. Within the company, is it critical to involve everyone in...

18/3,K/53   (Item 3 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
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00767821
Improshare' is a new employee incentives program **that** measures
     productivity **gains and shares them with** employees **on a**
     predetermined basis.
Vending Times   April, 1982   p. 20,611

Improshare' is a new employee incentives program **that** measures
     productivity **gains and shares them with** employees **on a**
     predetermined basis.

18/3,K/54   (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

02420877   SUPPLIER NUMBER: 63132484   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Education And Incentives From Motivation Online.(Company Business and
   Marketing)
Call Center Solutions, 18, 12, 119
June, 2000
ISSN: 1521-0774   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 315   LINE COUNT: 00028

...   a program administrator designs a productivity program, employees
are automatically awarded points for performance-based **achievements** .
Motivation Online's **program** keeps **track** of the points and notifies
employees of the point awards and the behaviors that earned them.
     To use the system, agents...

18/3,K/55   (Item 2 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

02400069   SUPPLIER NUMBER: 62101366   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Motivation Online: Improvement And Incentive System.(Brief Article)(Product
   Announcement)
Call Center Solutions, 18, 10, 26
April, 2000
DOCUMENT TYPE: Brief Article Product Announcement   ISSN: 1521-0774
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 133   LINE COUNT: 00015

TEXT:
     ...Web-based applications designed to track and recognize performance.
After a company creates its productivity **program** on the **system** ,
Motivation Online's **program monitors performance** and notifies
employees of the point awards and the behaviors that earned them. Through
direct links with online...

18/3,K/56   (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

Search performed by Sylvia Keys   December 30, 2002

* ᐁ 03330403   Supplier Number: 46850655   (USE FORMAT 7 FOR FULLTEXT)
   INSTITUTE OF PERSONNEL AND DEVELOPMENT: Reward Management - Help is at hand
   M2 Presswire, pN/A
   Nov 1, 1996
   Language: English   Record Type: Fulltext
   Document Type: Newswire; Trade
   Word Count: 459

   ...   theme is 'People - the Key to Success.'
        List of reward portfolio courses:
        Developing and Managing **Reward   Systems**
        Job **Evaluation** .
        Variable Pay
         Performance Management
         Employee Benefits and Pensions
        Managing the Reward System
        The Strategic Approach to Reward Management.
        CONTACT: Jennifer...

   18/3,K/57   (Item 2 from file: 636)
   DIALOG(R)File 636:Gale Group Newsletter DB(TM)
   (c) 2002 The Gale Group. All rts. reserv.

   02116844   Supplier Number: 43933695   (USE FORMAT 7 FOR FULLTEXT)
   IBM CONSULTING GROUP TO FOCUS ON CULTURAL CHANGE
   Report on IBM, v10, n26, pN/A
   June 30, 1993
   Language: English   Record Type: Fulltext
   Document Type: Newsletter; Trade
   Word Count: 585

   ...   key components, including the organization's vision, value system,
   culture, structure, communications, decision making process, **incentive**
   programs , **performance   evaluation** , compensations, **human** resource
   programs, organizational capability, individual competency, leadership,
   morale, and tolerance for change, said Janet Caldow...

   18/3,K/58   (Item 1 from file: 570)
   DIALOG(R)File 570:Gale Group MARS(R)
   (c) 2002 The Gale Group. All rts. reserv.

   02182795   Supplier Number: 81624821   (USE FORMAT 7 FOR FULLTEXT)
   Individual incentive travel: Coming of age. (Back Talk).
   Duyff, Phil
   Potentials, v33, n5, p98(1)
   May, 2000
   ISSN: 1522-9564
   Language: English   Record Type: Fulltext
   Document Type: Magazine/Journal; Trade
   Word Count: 658

   ...   incentive users, Web-based technology today offers new and more
   cost-efficient methods to promote **incentive   campaigns** , communicate with
    program   participants , **measure** and **track** individual **performance**
   and handle **award** fulfillment. For **program   participants** , it allows new
   ways to check their standings, to choose from a selection of individual...
   ?